Ref. # M??? June??, 1997

Marketing Material Order Form

Attached is an updated version of the Marketing Materials Order Form. Please discard any other versions of this form.

The following have been added during the last Quarter:

Item#	Description	Unit	Price/Unit
1367	Marketing Update Video—April '97	Each	10.00
1368	SC3000 Publisher for PC Platform	Each	25.00
1369	Orange Screen Tints	Pkg/100	5.00
1371	RISO Update Video–April '97–Canada	Each	10.00
1372	RISO Update Video–April '97–L. America	Each	10.00
1435	RISO Yellow Pages Ad Slicks	Pkg/3	3.00
1436	Race Car Ad Reprint	Pkg/25	10.00
1437	Race Car Poster	Each	4.50
1438	Race Car Spec Sheet—GR3750	Pkg/25	10.00
1439	CI Bonus Promotion Claim Form	Pkg/10	N/C

The following items were discontinued last Quarter:

Item #	Description

Please contact Joanne Perreault if you have any questions about the Marketing Materials Order Form.

Marketing Materials Order Form

Updated March 28, 1997

Dealer Name _____

Shipping Address _____

_____

Purchase Order # _____ Date _____ Ordered by _____

Sales Aids:

Ord Qty	Item #	Description	Unit	Price/Unit	Total
_____	118	RISO Sales Presentation Sightseller	Each	5.00	_____
_____	244	RISO RA Series Sampler Kit	Each	15.00	_____
_____	272	Computer Interface Product Guide	Each	12.00	_____
_____	296	RISO Publisher Presentation Disk - IBM	Each	5.00	_____
_____	297	RISO Sales Primer & Market Fact Book	Each	N/C	_____
_____	1003	TM2400 Product Sales Guide	Each	5.00	_____
_____	1016	RISO Publisher Vertical Market Disk & Manual	Each	7.00	_____
_____	1022	RISO Publisher Presentation Disk—MAC	Each	5.00	_____
_____	1026	Show Demonstration Packages	Pkg/5	10.00	_____
_____	1050	CI300 Sales Guide with Tab	Each	2.50	_____
_____	1074	RISO's Briefcase Competitive Guide	Each	5.00	_____
_____	1087	"How to Make a Powerful Presentation"	Each	N/C	_____
_____	1097	Gestetner 5303 Competitive Guide	Each	2.00	_____
_____	1102	*First Impressions* Subscription Cards	Pkg/20	N/C	_____
_____	1112	RISO Basics	Pkg/100	10.00	_____
_____	1117	RISOGRAPH Guide to Paper	Each	2.00	_____
_____	1125	RISO Marketing Tool Kit	Each	250.00	_____
_____	1145	RISO Publisher Information Sheet	Pkg/100	7.50	_____
_____	1228	RISO Demo Originals	Each	10.00	_____
_____	1229	RISO Color Charts	Pkg/50	15.00	_____
_____	1231	Show Demonstration Originals	Pkg	5.00	_____
_____	1232	Color Charts—Spanish (Latin America Only)	Pkg/50	10.00	_____
_____	1233	Color Charts—Portuguese (Latin America Only)	Pkg/50	10.00	_____
_____	1234	Color Charts—English (Latin America Only)	Pkg/50	10.00	_____
_____	1246	RISO's Briefcase Competitive Guide—Spanish	Each	5.00	_____
_____	1248	RISO Gift Selection Guide	Each	N/C	_____
_____	1249	RISO GR Sampler Book	Each	35.00	_____
_____	1254	RISO GR Sampler Book—Samples ONLY	Pkg/42	25.00	_____
_____	1255	*First Impressions*—Spring 1996	Pkg/25	N/C	_____
_____	1273	An Overview of Risography Video (Spanish)	Each	10.00	_____
_____	1275	Point of Purchase Kit	Each	249.00	_____
_____	1276	First Impressions–Summer 1996	Pkg/25	25.00	_____
_____	1289	First Impressions–Fall (Latin America/English)	Pkg/10	5.00	_____
_____	1290	First Impressions–Fall (Latin America/Spanish)	Pkg/10	5.00	_____
_____	1291	First Impressions–Fall (Latin America/French)	Pkg/10	5.00	_____
_____	1292	First Impressions–Fall (Latin America/Portuguese)	Pkg/10	5.00	_____
_____	1300	Preferred Vendor Binder	Each	5.00	_____
_____	1302	GR Series Product Sales Guide	Each	7.00	_____
_____	1306	GR Publisher Demo Disk & Originals	Each	5.00	_____
_____	1307	GR3750 Competitive Knockouts	Pkg/25	2.00	_____
_____	1308	GR2750 Competitive Knockouts	Pkg/25	2.00	_____
_____	1309	GR1750 Competitive Knockouts	Pkg/25	2.00	_____
_____	1310	GR1700 Competitive Knockouts	Pkg/25	2.00	_____

Ord Qty	Item #	Description	Unit	Price/Unit	Total
Sales Aids (Cont.):					
_____	1311	GR2750 Product Guide Updates	Each	N/C	_____
_____	1312	GR1750 Product Guide Updates	Each	N/C	_____
_____	1313	GR1700 Product Guide Updates	Each	N/C	_____
_____	1319	TR1510 Color Charts	Pkg/100	10.00	_____
_____	1320	TR1510 Product Sales Guide	Each	5.00	_____
_____	1321	TR1510 Competitive Knockouts	Pkg/25	2.00	_____
_____	1324	TR1510 Product Sales Guide—French	Each	5.00	_____
_____	1325	TR1510 Product Sales Guide—Spanish	Each	5.00	_____
_____	1326	TR1510 Product Sales Guide—Portuguese	Each	5.00	_____
_____	1328	Gold Ink Color Tint Chart	Pkg/100	5.00	_____
_____	1330	GR Series Product Guide—Spanish	Each	35.00	_____
_____	1335	Technical Training Brochure	Each	N/C	_____
_____	1336	Sales Training Brochure	Each	N/C	_____
_____	1337	TR Supplement	Each	N/C	_____
_____	1338	GR Supplement	Each	N/C	_____
_____	1340	An Overview of Risography Video	Each	7.00	_____
_____	1344	Hunter Green Screen Tints	Pkg/100	5.00	_____
_____	1345	Custom Blue Screen Tints	Pkg/100	5.00	_____
_____	1354	Generic Telethon Pack	Each	9.00	_____
_____	1355	Telemarketing Kit	Each	5.00	_____
_____	1369	Orange Screen Tints	Pkg/100	5.00	_____
_____	1405	RISO Kagaku 50th Anniversary leaflet	Each	N/C	_____
_____	1406	RISO 1996 Company Profile	Each	N/C	_____
_____	1408	Dem Center Workbook	Each	10.00	_____
_____	1409	Offset vs. RISO Cost to PRoduce Calculator	Each	5.00	_____
_____	1410	Corporate Fact Sheet	Pkg/25	2.50	_____
Direct Mail/Advertising:					
_____	298	Trade Show Direct Mail Kit	Each	5.00	_____
_____	1065	Q3 Education Ad Reprint	Pkg/25	2.50	_____
_____	1067	RISO Radio Spot (4) Reel-to-Reel	Pkg/4	10.00	_____
_____	1106	Shawnee Printing Ad Reprint	Pkg/25	2.50	_____
_____	1107	Paperworks Ad Reprint	Pkg/25	2.50	_____
_____	1108	Lawrence, IN Ad Reprint	Pkg/25	2.50	_____
_____	1109	Los Angeles Ad Reprint	Pkg/25	2.50	_____
_____	1147	Q3 1995 Education DM Brochure	Pkg/25	2.50	_____
_____	1148	Q3 1995 Religion DM Brochure	Pkg/25	2.50	_____
_____	1149	Trade Show Direct Mailer	Pkg/25	2.50	_____
_____	1185	Los Angeles Ad Reprint—Spanish	Pkg/25	10.00	_____
_____	1186	Lawrence, IN Ad Reprint—Spanish	Pkg/25	10.00	_____
_____	1187	Copyflo Ad Reprint—Spanish	Pkg/25	10.00	_____
_____	1188	Copyflo Ad Reprint—Portuguese	Pkg/25	10.00	_____
_____	1189	EGA Ad Reprint—Spanish	Pkg/25	10.00	_____
_____	1190	EGA Ad Reprint—Portuguese	Pkg/25	10.00	_____
_____	1194	Trade Show Direct Mailer	Pkg/25	2.50	_____
_____	1212	GR3750 Clip Art	Pkg/5	5.00	_____
_____	1218	RISO Television Spot (2) Beta SP	Each	50.00	_____
_____	1220	RISO PC Clip Art	Each	5.00	_____
_____	1221	FY96 Q3 Dealer Mailer PC Disk	Each	5.00	_____
_____	1253	FY97 TriTerm 1 Supp. Self Mailer PC Disk	Each	5.00	_____
_____	1260	FY97 TriTerm 2 Printing Mailer	Pkg/25	15.00	_____
_____	1261	FY97 TriTerm 2 Follow Up Self Mailer	Pkg/25	10.00	_____
_____	1262	FY97 TriTerm 2 Follow Up S/Mailer PC Disk	Each	5.00	_____

Ord Qty	Item #	Description	Unit	Price/Unit	Total
Direct Mail/Advertising (Cont.):					
_____	1279	Direct Mail Piece Religious Mkt/ “mountain”	Pkg/25	20.00	_____
_____	1288	FY97 Q4 Educ. Mailer "Better than a Copier…"	Pkg/25	20.00	_____
_____	1411	Associations Direct Mailer	Pkg/25	20.00	_____
_____	1414	Higher Education Generic Mailer	Pkg/25	20.00	_____
_____	1428	K-12 Generic Mailer	Pkg/25	20.00	_____
_____	1429	Pre-K Generic Mailer	Pkg/25	20.00	_____
_____	1430	Religious Generic Mailer	Pkg/25	20.00	_____
_____	1431	MBE Generic Mailer	Pkg/25	20.00	_____
_____	1435	RISO Yellow Pages Ad Slicks	Pkg/3	3.00	_____
_____	1436	Race Car Ad Reprint	Pkg/25	10.00	_____
Promotional Items:					
_____	556	Grey Presentation Folders	Pkg/50	N/C	_____
_____	102	Presentation Folders	Pkg/50	60.00	_____
_____	116	RISO Shopping bags	Box/100	120.00	_____
_____	143	RISOGRAPH Nylon Banner (Approx. 8' x 45")	Each	75.00	_____
_____	1182	GR3750 Poster	Each	4.00	_____
_____	1271	GR Series Poster (Latin America Only)	Set/5	10.00	_____
_____	1248	RISO Gift Selection Guide	Each	N/C	_____
_____	1256	RISO Gift Selection Guide Price List/Order Form	Each	N/C	_____
_____	1282	Internet Launch Kit	Each	N/C	_____
_____	1407	2' x 5' RISO Banner	Each	47.00	_____
_____	1433	Authorized Dealer Decal	Each	5.00	_____
Claim Forms:					
_____	1415	Q1 Free Paper Claim Form-Education-Dealers	Pkg/10	N/C	_____
_____	1416	Q1 Free Overhead Projector Claim-Relig-Dealers	Pkg/10	N/C	_____
_____	1417	Q1 Free Color Printer Claim Form-MBE-Dealers	Pkg/10	N/C	_____
_____	1418	Q1 Application of the Quarter Info Sheet-Dealers	Pkg/10	N/C	_____
_____	1419	Q1 Technical Rep Bonus Claim Form-Dealers	Pkg/10	N/C	_____
_____	1420	Q1 Sales Rep Promotion Claim Form-Dealers	Pkg/10	N/C	_____
_____	1421	Q1 Trade-in Promotion Claim Form-Dealers	Pkg/10	N/C	_____
_____	1422	Q1 Free Paper Claim Form-Education-Dealers	Pkg/10	N/C	_____
_____	1423	Q1 Free Overhead Projector Claim-Relig-Branches	Pkg/10	N/C	_____
_____	1424	Q1 Free Color Printer Claim Form-MBE-Branches	Pkg/10	N/C	_____
_____	1425	Q1 Application of the Quarter Info Sheet-Branches	Pkg/10	N/C	_____
_____	1426	Q1 Technical Rep Bonus Claim From-Branches	Pkg/10	N/C	_____
_____	1427	Q1 Trade-in Promotion Claim Form-Branches	Pkg/10	N/C	_____
_____	1432	Q1 Sales Rep Promotion Claim Form-Branches	Pkg/10	N/C	_____
_____	1434	Q1 TAG Dealer Sales Rep Bonus Claim Form-TAG	Pkg/10	N/C	_____
_____	1439	CI Bonus Promotion Claim Form	Pkg/10	N/C	_____
Brochures/Spec Sheets:					
_____	1009	RA4200 Spec Sheet	Pkg/100	15.00	_____
_____	1054	RA4200 Spec Sheet—Portuguese	Pkg/100	15.00	_____
_____	1056	RA4900 Spec Sheet—Spanish	Pkg/100	15.00	_____
_____	1057	RA4900 Spec Sheet—Portuguese	Pkg/100	15.00	_____
_____	1076	RA5900 Spec Sheet—Spanish	Pkg/100	15.00	_____
_____	1080	RA5900 Spec Sheet—Portuguese	Pkg/100	15.00	_____
_____	1123	Future of Printing Brochure	Pkg/25	18.00	_____
_____	1136	Future of Printing Brochure—Spanish	Pkg/25	18.00	_____
_____	1142	Future of Printing Brochure—Portuguese	Pkg/25	18.00	_____

Ord Qty	Item #	Description	Unit	Price/Unit	Total
Brochures/Spec Sheets (Cont.):					
_____	1158	GR3750 Spec Sheet	Pkg/100	30.00	_____
_____	1177	GR2750 Spec Sheet	Pkg/100	30.00	_____
_____	1178	GR1750 Spec Sheet	Pkg/50	18.00	_____
_____	1179	GR1700 Spec Sheet	Pkg/50	18.00	_____
_____	1191	GR3750 Spec Sheet—Spanish	Pkg/100	30.00	_____
_____	1192	GR2750 Spec Sheet—Spanish	Pkg/100	30.00	_____
_____	1193	GR1750 Spec Sheet—Spanish	Pkg/100	30.00	_____
_____	1194	GR1700 Spec Sheet—Spanish	Pkg/100	30.00	_____
_____	1195	TR1510/30 Spec Sheet—Spanish	Pkg/100	30.00	_____
_____	1196	GR3750 Spec Sheet—Portuguese	Pkg/100	30.00	_____
_____	1197	GR2750 Spec Sheet—Portuguese	Pkg/100	30.00	_____
_____	1198	GR1750 Spec Sheet—Portuguese	Pkg/100	30.00	_____
_____	1199	GR1700 Spec Sheet—Portuguese	Pkg/100	30.00	_____
_____	1200	TR1510/30 Spec Sheet—Portuguese	Pkg/100	30.00	_____
_____	1201	GR3750 Spec Sheet—French	Pkg/100	30.00	_____
_____	1202	GR2750 Spec Sheet—French	Pkg/100	30.00	_____
_____	1203	GR1750 Spec Sheet—French	Pkg/100	30.00	_____
_____	1204	GR1700 Spec Sheet—French	Pkg/100	30.00	_____
_____	1205	TR1510 Spec Sheet—French	Pkg/100	30.00	_____
_____	1210	Environmental Brochure	Pkg/25	7.50	_____
_____	1217	TR1510 Spec Sheet	Pkg/100	30.00	_____
_____	1240	GR1700 Spec Sheet—Spanish B-4	Pkg/100	30.00	_____
_____	1241	GR1750 Spec Sheet—Spanish B-4	Pkg/100	30.00	_____
_____	1242	GR2750 Spec Sheet—Spanish B-4	Pkg/100	30.00	_____
_____	1243	GR1700 Spec Sheet—Portuguese B-4	Pkg/100	30.00	_____
_____	1244	GR1750 Spec Sheet—Portuguese B-4	Pkg/100	30.00	_____
_____	1245	GR2750 Spec Sheet—Portuguese B-4	Pkg/100	30.00	_____
_____	1335	Tech Training Brochure	Each	N/C	_____
_____	1336	Sales Training Brochure	Each	N/C	_____
_____	1337	TR Supplement	Each	N/C	_____
_____	1338	GR Supplement	Each	N/C	_____
_____	1401	AR8000 Spec Sheet	Pkg/50	13.00	_____
_____	1402	GR2710 Spec Sheet	Pkg/50	18.00	_____
_____	1403	SC3000 Spec Sheet	Pkg/50	13.00	_____
_____	1438	Race Car Spec Sheet—GR3750	Pkg/25	10.00	_____
Videos:					
_____	149	RISO Now Video Tape	Each	5.00	_____
_____	1019	Testimonial Video "We're Duplicating Excellence"	Each	15.00	_____
_____	1068	"Using the Risograph" Video	Each	5.00	_____
_____	1104	"Using the Risograph—RA Series" Video	Each	5.00	_____
_____	1111	RISO Publisher Video	Each	15.00	_____
_____	1273	An Overview of Risography (Spanish)	Each	10.00	_____
_____	1305	GR3750 vs. VT3600 Video	Each	7.00	_____
_____	1327	Quarter Four Videos	Each	5.00	_____
_____	1331	TR Introduction Video	Each	5.00	_____
_____	1332	TriTerm 1 Marketing Update Video—US	Each	5.00	_____
_____	1339	GR Series Demo Tape	Each	7.00	_____
_____	1340	An Overview of Risography Video	Each	7.00	_____
_____	1342	Triterm 2 Video–U.S. version	Each	7.00	_____
_____	1343	Triterm 2 Video–Canada/Latin America	Each	7.00	_____
_____	1360	Q4 Marketing Update Video	Each	5.00	_____
_____	1361	TR Competitive Video	Each	25.00	_____

Ord Qty	Item #	Description	Unit	Price/Unit	Total
Videos (Cont.):					
_____	1362	TR Competitive Video-Spanish	Each	5.00	_____
_____	1363	TR1510 User Video	Each	25.00	_____
_____	1367	Marketing Update Video-April 1997	Each	10.00	_____
_____	1368	SC3000 Publisher for PC Platform Video	Each	25.00	_____
_____	1371	RISO Update Video–April 1997–Canada	Each	10.00	_____
_____	1372	RISO Update Video–April 1997–Latin America	Each	10.00	_____
Operation Manuals:					
_____	236	RC6300 Operator's Guide	Each	10.00	_____
_____	239	RC Series Operator's Guide	Each	10.00	_____
_____	281	RC5800 Operator's Guide	Each	10.00	_____
_____	284	CI Operator's Guide—English	Each	7.00	_____
_____	295	RC4000 Operator's Guide	Each	10.00	_____
_____	1047	RA4200 Operator's Guide	Each	10.00	_____
_____	1048	RA4900 Operator's Guide	Each	10.00	_____
_____	1066	RA Series Error Code Reference Sheets	Pkg/25	5.00	_____
_____	1070	RA5900 Operator's Guide	Each	10.00	_____
_____	1110	SF3000 Operator's Guide	Each	5.00	_____
_____	1126	CI Operator's Guide—5 Languages	Each	35.00	_____
_____	1144	TM2400 Operator's Guide	Each	10.00	_____
_____	1184	GR3750/2750 Operator's Guide	Each	10.00	_____
_____	1170	GR1700/GR1750 Operator's Guide	Each	10.00	_____
_____	1318	Risograph Digitizer III Operator's Guide	Each	10.00	_____
_____	1329	TR1530/1510 Operator's Guide	Each	5.00	_____
_____	1356	SC3000 User Manual Windows 3.1–English	Each	3.00	_____
_____	1358	SC3000 User Manual Windows 95–English	Each	3.00	_____
_____	1359	SC3000 User Manual MAC QuickDraw GX	Each	3.00	_____
_____	1364	SC3000 User Manual Windows 95–Spanish	Each	3.00	_____
_____	1365	SC3000 User Manual Windows 95–French	Each	3.00	_____
National Accounts:					
_____	1213	National Printer Accounts Pricing Binder	Each	2.00	_____
_____	1257	GR Series GSA Catalog	Each	2.50	_____
_____	1412	GSA Catalog Group 70	Each	2.50	_____
Sales Training:					
_____	Y-586	SalesPower: Dealer Manual*	Each	N/C	_____
_____	Y-588	SalesPower Video Library*	Each	125.00	_____
_____	Y-589	SalesPower Specialist Kit	Each	45.00	_____
_____	Y-596	SalesPower: The Publisher	Each	19.95	_____
_____	Y-602	SalesPower: The RA Series	Each	19.95	_____
_____	Y-603	SalesPower: Publisher Manual	Each	N/C	_____
_____	Y-608	SalesPower: The GR Series	Each	19.95	_____
_____	Y-609	SalesPower: The GR Series—Spanish	Each	30.00	_____
_____	Y-610	SalesPower: The SC Publisher	Each	35.00	_____
*	Please order one per sales location.				
Miscellaneous:					
_____	140	Parts Price List Book	Each	10.00	_____